



Pairings Newsletter

Calmentor/Mentor-Protégé
Statewide Newsletter



April 2013

Malcolm Dougherty, Caltrans Director

René Halverson, Assistant Director, Office of Business & Economic Opportunity

Get to Know Your Local Representative:

Calmentor for Architectural & Engineering

North Region, Caltrans Districts 1, 2, & 3
Millard Totman
nrcalmentor@dot.ca.gov

Central Region, Districts 5, 6, 9, & 10
Diana Gong
diana_gong@dot.ca.gov

Bay Area, District 4
Romy F. Fuentes
romy_f_fuentes@dot.ca.gov

Southern California Alliance, Districts 7, 8, & 12
María Espinoza-Yepes
maria.espinoza-yepes@dot.ca.gov

San Diego & Imperial Counties, District 11
America Hernandez
america.hernandez@dot.ca.gov

Mentor-Protégé for Construction

Bay Area, District 4
Bonny Nyaga
bonny.nyaga@dot.ca.gov

Coming Soon:
Central Region, Districts 5, 6, 9, & 10
Camillo Prandini
cr_mentor_protege@dot.ca.gov

In this Issue:

Calmentor . . . Who Was on First?, p2

Caltrans Provides Assistance in Every District, p3

Upcoming Events, p4

Statewide Calmentor/Mentor-Protégé Coordinator Message

Dear Reader:

We're working hard and having fun. I'm enthusiastic when the Calmentor North Region revives their Program Guidelines with robust attitudes. I nod my head "yes" when there's talk about "all the great things" District 4 is doing in their Mentor-Protégé (construction) and Calmentor (A&E) programs." I'm regenerated when I see an e-mail from the Central Region and the planned workshops and mixers into 2014. I smile when I listen to District 11's steering committee calls and hear the spirit of volunteerism through the phone line. And I am impressed when I learn how the Southern California Alliance was the impetus for these fine mentoring programs (p2). So many people are doing great work and it's fortunate this newsletter is available to share information. We hope you continue to tune in.

And speaking of fun, if you haven't already seen the newly lighted Bay Bridge, why not take a look now: <http://www.nytimes.com/2013/03/05/us/light-sculpture-is-set-for-bay-bridge.html?ref=sanfranciscobayarea&r=0>.

My best,
María Salinas

Calmentor . . . Who Was on First?

By María Salinas

Alberto Angelini brought Calmentor to life. He was charged with starting an Architectural & Engineering (A&E) mentoring program in 2005 and he shared his perspective and paperwork with other Calmentor leads. The program has grown to include five Calmentor programs in each of the 12 Caltrans districts. The benefits to small firms, large firms, and Caltrans heretofore are immeasurable.

When asked about Calmentor, Alberto refers to others. He says it made sense to include other Southern California districts with Los Angeles, District 7, because it is geographically feasible and they serve the same firms. Alberto partners with Chee Ong in District 8 and Saeid Asgari and María Espinoza-Yepéz in District 12. When applicable, María also works to include construction businesses in mentor/protégé opportunities. Says Alberto: "Michael Tahan came up with the name *Southern California Alliance* (and Calmentor) . . . he's good at that."

Michael Tahan, currently Senior Vice President of Hill International, has been a small and large business owner and was involved in Calmentor from the onset. He says that making money may be an immediate goal for some, but this is not the primary goal of Calmentor. It is more valuable to run one's business well, says Michael, to learn about accounting, paperwork, well-structured résumés, human resources, and marketing. "It is more important to respond professionally and firms will gain more value in the long run," he explains.

When recalling the history of Calmentor, Michael says Alberto was a catalyst—"Alberto has been behind the scenes ensuring Calmentor is successful." Johnathan Hou, owner of Axiom, agrees: "Alberto is humble and he doesn't have to be seen as the driver." María Espinoza-Yepéz refers to Alberto as a pioneer: "He has been the main driving force, not only for

District 7, but the entire program."

Johnathan was also involved in Calmentor at the beginning. He responds similarly when he mentions the goal of Calmentor is not to "get the contract; the goal is to teach and ensure that small firms are equipped with good qualifications to participate and compete." Jonathan also stresses the importance of sharing the Caltrans contracting process with consultants within Calmentor. He emphasizes that large firms know the contracting process and small firms learn how to complete a proposal and move it toward a successful execution. "Every step involves experience and background," he adds.

Johnathan recalls Executive Order S-11-06, instilled by then Caltrans Director Will Kempton and Governor Arnold Schwarzenegger in 2006, because of the success within the Southern California Alliance. Johnathan recognizes that other people were important to Calmentor such as Doug Failing, former Caltrans District 7 Director, and the late Tony Velasquez. Michael says, "Tony was instrumental in leading and organizing this program and I was glad to partner with him in starting this Calmentor program."

Tad Teferi, former Caltrans Deputy District Director now working as Vice President for HNTB, says that Calmentor started because participants of the Small Business Council wanted to connect more with Caltrans. He affirms Calmentor

is a "win, win, win . . . for Caltrans, for protégés, and for mentors." Tad realized this program would bring in additional expertise at all levels. He said Alberto was fit to start Calmentor because he was in the Consultant Services Unit; he is also "cool headed and gets along with everybody." Tad refers to Alberto as an "anchor," because he was there at the beginning and has been a steady force for Calmentor.



Alberto Angelini speaks at a Calmentor award luncheon.

At a recent Calmentor event, Alberto was asked if he would share his PowerPoint presentation because another program could use it. A resounding "yes" was Alberto's response. Alberto's willingness to impart ideas and resources emphasizes how befitting he was to start and grow Calmentor.

Alberto says small businesses involved in Calmentor benefit by gaining assistance in launching or improving their business. "They are gaining greater communication and benefits from other firms. We want to reaffirm our support for small businesses . . . we are paying attention."

Caltrans Provides Assistance in Every District

By Alicia Sequeira

Caltrans developed the role known as the District Small Business Liaison (DSBL) in 2006. DSBL positions were created with the purpose of assisting Small Businesses (SBE), Disabled Veteran Businesses (DVBE), and Disadvantaged Business Enterprises (DBE) with Caltrans contracting. Each District is represented by their own DSBL.

As part of their primary functions, DSBLs will assist with inquiries such as how to navigate the Caltrans website, how to find certification assistance, and what certifications are available. In addition, Caltrans DSBLs host outreach events and workshops that include SB/DVBE/DBE certification information, "Meet the Prime" events, "Mock Contracting Workshops," as well as mandatory pre-bid events. All of these events provide a great source of information and networking opportunities for smaller firms. This is a free service that shouldn't go unused by those firms seeking to work with Caltrans.

DSBLs are the subject matter experts regarding SB/DVBE/DBE needs and concerns as they pertain to Caltrans procurement and contracting. They are each firm's personal and direct connection with Caltrans and are often times referred to as "problem solvers." You may ask yourself: How are they problem solvers and why are they important to me?

Did you know DSBLs can inform you of your rights as a certified SB, DVBE, or DBE firm? If your firm was facing a prompt pay issue or was not being paid by a prime contractor, a DSBL could not only inform you of your rights, but also connect you to the right people to have the issue resolved. DSBLs also host outreach and networking events to introduce prime contractors and subcontractors to one another for potential contracting opportunities.

As a firm currently involved in or seeking involvement with a Calmentor or Mentor-Protégé program, Caltrans encourages you to seek out your local DSBL by visiting the Office of Business & Economic Opportunity's (OBE) web site, <http://www.dot.ca.gov/hq/bep/>, and clicking on the "District Small Business Liaison Contact List" tab.

Did you know?

Caltrans' Google events calendar, found on the OBE's website, is the best way to learn of upcoming networking opportunities in your area. Browse the listing of events at <http://www.dot.ca.gov/hq/bep/calendar2.htm>.



Alicia Sequeira selecting brochures for an upcoming event.

Useful Links:

Calmentor/Mentor Protégé Definition:

<http://www.dot.ca.gov/hq/bep/docs/definition.pdf>

Executive Order S-11-06:

<http://gov.ca.gov/news.php?id=2528>

Connect with Caltrans:

<http://www.dot.ca.gov/socialmedia/>

Caltrans Office of Business & Economic Opportunity:

<http://www.dot.ca.gov/hq/bep/>

Caltrans Office Engineer:

http://www.dot.ca.gov/hq/esc/oe/contractor_info/

Caltrans Division of Procurement & Contracts:

<http://caltrans-opac.ca.gov/>

Caltrans Local Assistance:

<http://www.dot.ca.gov/hq/localprograms/>

Other Agencies:

<http://goldengate.org/contracts/>



Bulletin Board

Calmentor Events

Calmentor Central Region A&E Workshop & Spring Mixer

April 16, 2013

Workshop

*Line Cards &
How to Get on a Team*
4:00 to 5:00 p.m.
Caltrans District 6 Office
2015 East Shields, Suite 100
Fresno, CA

Mixer

5:30 to 7:30 p.m.
Elbow Room Restaurant
(Fig Garden Village)
731 W. San Jose Avenue
Fresno, CA

Register Online:

<http://www.dot.ca.gov/dist6/ppm/calmentor> or via e-mail:
diana_gong@dot.ca.gov

To become a sponsor:
raewyn@ghirardellassoc.com

District 4 A&E Professional Liaison Meeting

April 25, 2013

1:00 to 3:00 p.m.
Caltrans District 4 Office
Park View Room/Room 15-700
111 Grand Avenue
Oakland, CA

For more information:

marian.faustino@dot.ca.gov

Calmentor District 11: San Diego & Imperial Counties 5th Cycle Kickoff Event

May 2, 2013

9:00 a.m. to noon
Caltrans District 11 Office
4050 Taylor Street, Garcia Room
San Diego, CA

For more information:

america.hernandez@dot.ca.gov

Save these Dates:

Central Region Calmentor

Upcoming A&E Calmentor Workshops, Meetings, and Mixers

For more information: diana.gong@dot.ca.gov

July 16, 2013	October 1, 2013	October 15, 2013	January 21, 2014
Quarterly Meeting and Workshop <i>How to Prepare SF330 Resumes</i>	Fall Mixer	Workshop and Fall Mixer <i>Accounting - Determining your OH/G&A/ Fringes</i>	Quarterly Meeting and Workshop <i>Mechanisms of the Cost Proposal</i>
Fresno, CA	Stockton, CA	Fresno, CA	Fresno, CA



Other Community Events

Bonding Education

May 2013, Fresno, CA

Caltrans, in collaboration with the United States Department of Transportation's Small Business Transportation Resource Center, sponsor service providers, and bond producers (one/one meetings for individual analysis) assist in improving companies' operations and increase bonding capacity. Project management, construction accounting, estimating, bidding, and more. Learn to do business with local, state, and federal transportation agencies, including public works.

Information:

maria_salinas@dot.ca.gov
(916) 324-0989

Small Business Information

May 8, 2013, 8:30 a.m. to 12:30 p.m.

Caltrans District 3
703 B Street, Marysville, CA
For contractors, vendors, and service providers interested in Caltrans projects, contracts or purchasing. Increase small business knowledge about the wide range of ways to connect with Caltrans.

Information:

liza_whitmore@dot.ca.gov